2013 South Carolina Real Estate Update

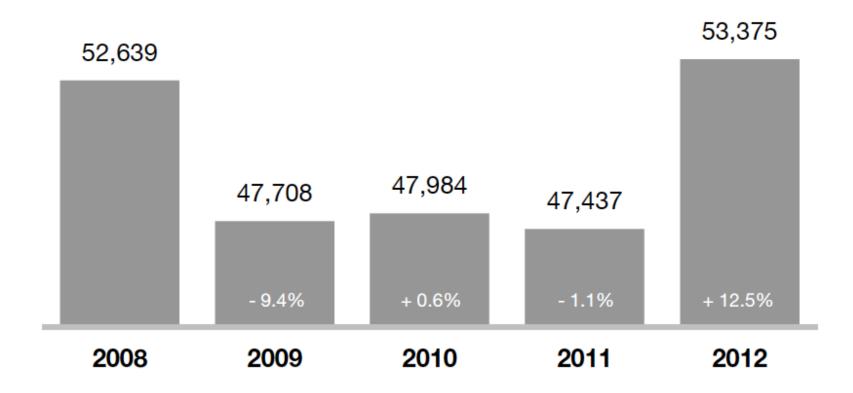
Nick Kremydas, CEO
South Carolina REALTORS®



The Good



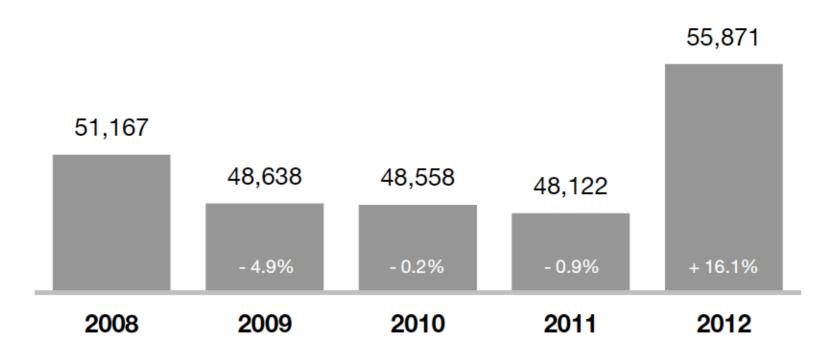
Closed Sales



Top 5 Areas: Change in Closed Sales from 2011

| Hilton Head Area | + 21.6% |
|--------------------|---------|
| Greater Columbia | + 17.4% |
| Spartanburg | + 16.8% |
| Greenwood | + 15.3% |
| Greater Greenville | + 14.6% |

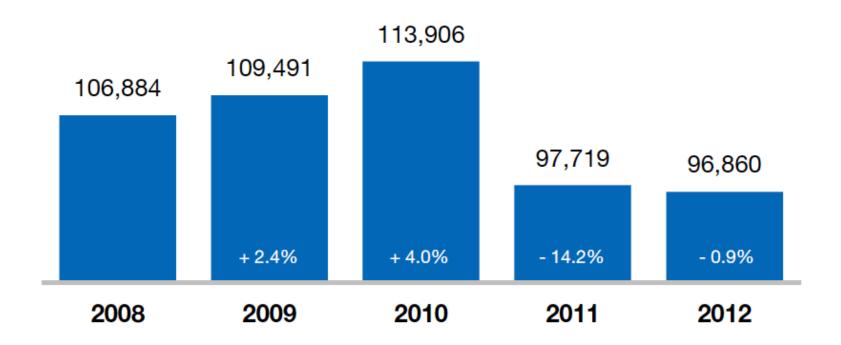
Pending Sales



Top 5 Areas: Change in Pending Sales from 2011

| + 25.4% |
|---------|
| + 24.3% |
| + 22.3% |
| + 21.8% |
| + 19.4% |
| |

New Listings

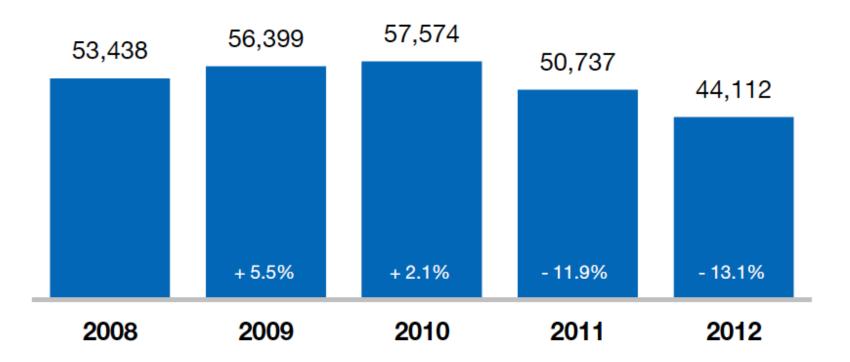


Top 5 Areas: Change in New Listings from 2011

| North Augusta | + 4.6% |
|-----------------|--------|
| Spartanburg | + 3.3% |
| Aiken | + 2.8% |
| Beaufort | + 1.9% |
| Greater Pee Dee | + 1.6% |

Inventory of Homes for Sale

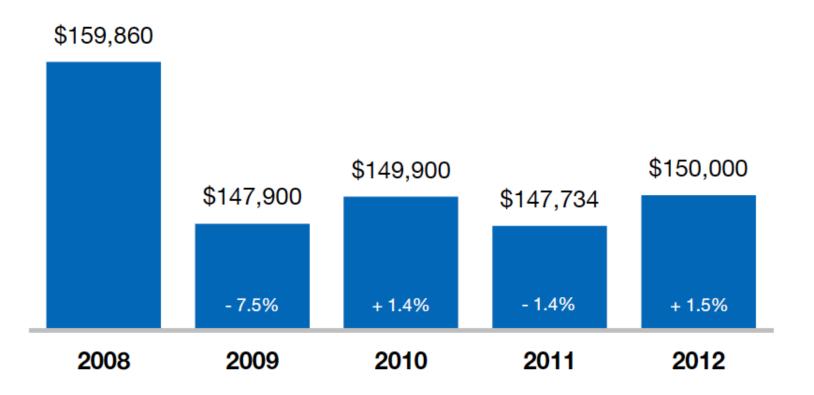
At the end of the year.



Top 5 Areas: Change in Homes for Sale from 2011

| Sumter/Clarendon County | - 1.1% |
|-------------------------|--------|
| Aiken | - 1.6% |
| Greater Pee Dee | - 3.8% |
| Western Upstate | - 6.4% |
| Greater Greenville | - 7.5% |

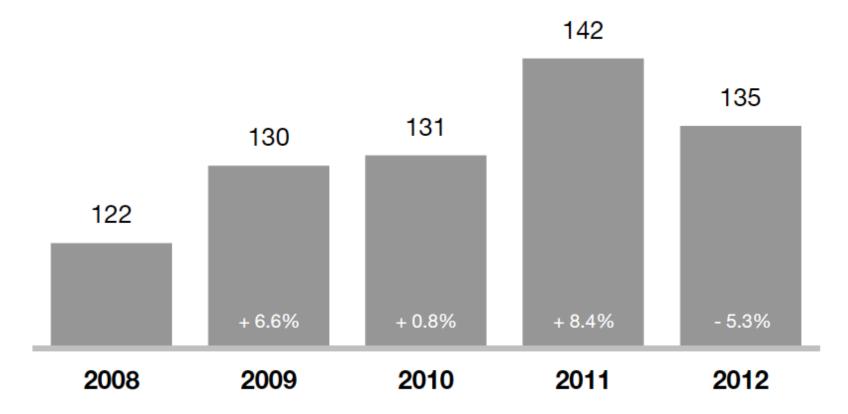
Median Sales Price



Top 5 Areas: Change in Median Sales Price from 2011

| Greater Greenville | + 6.2% |
|--------------------|--------|
| Greater Pee Dee | + 5.4% |
| Southern Midlands | + 5.1% |
| Charleston Trident | + 4.4% |
| Spartanburg | + 4.3% |

Days on Market Until Sale



Top 5 Areas: Change in Days on Market from 2011

| Southern Midlands | + 14.3% |
|-------------------------|---------|
| North Augusta | + 5.6% |
| Aiken | + 4.8% |
| Sumter/Clarendon County | + 2.7% |
| Beaufort | - 1.5% |

The Bad



SC Barriers to Homeownership

- Foreclosures
- Shadow Inventory
- Unemployment
- Sputtering Economy
- Property Tax Laws
- Insurance Costs

Congress







Policy Shifts?

- Biggert-Waters Act (NFIP)
- FEMA Map Updates
- MID
- Property Tax Deductions
- Capital Gains Exclusions for Sale of Principal Residence
- Restructure Fannie Mae and Freddie Mac



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